

FIG. 1

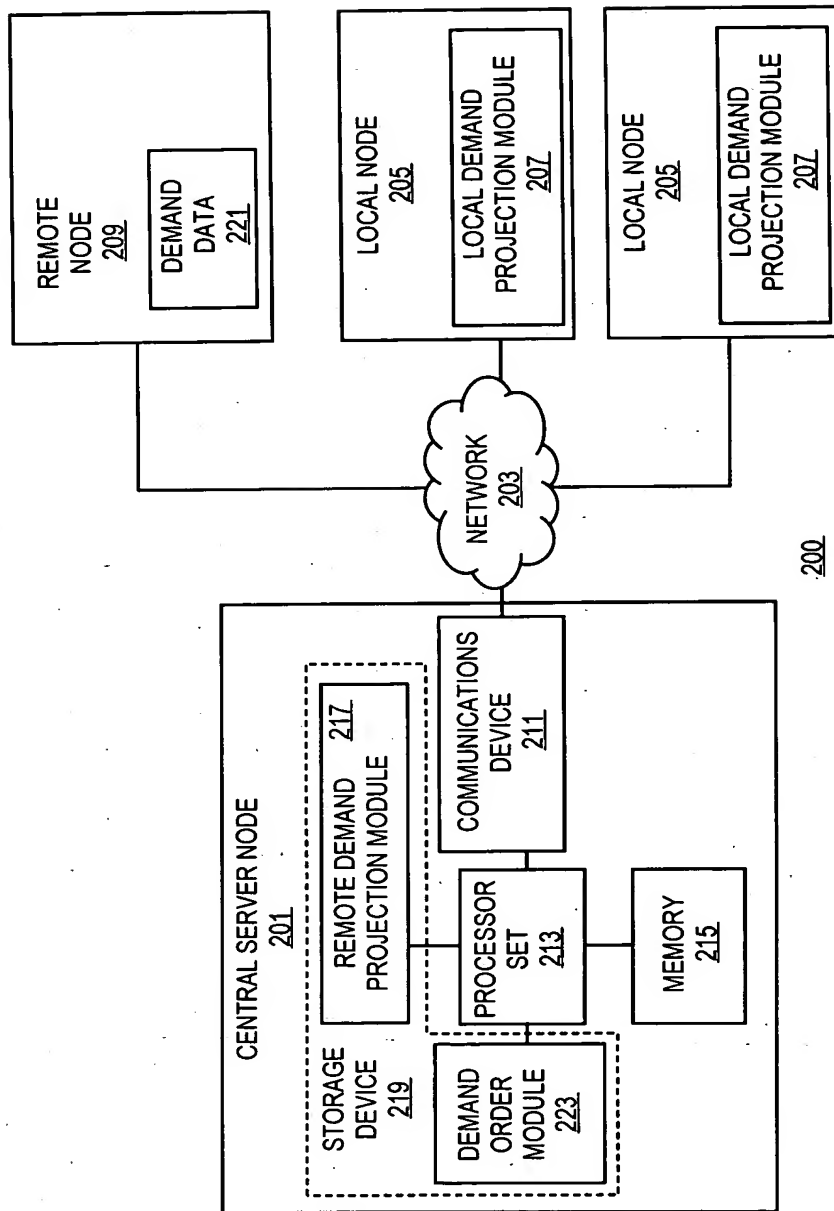
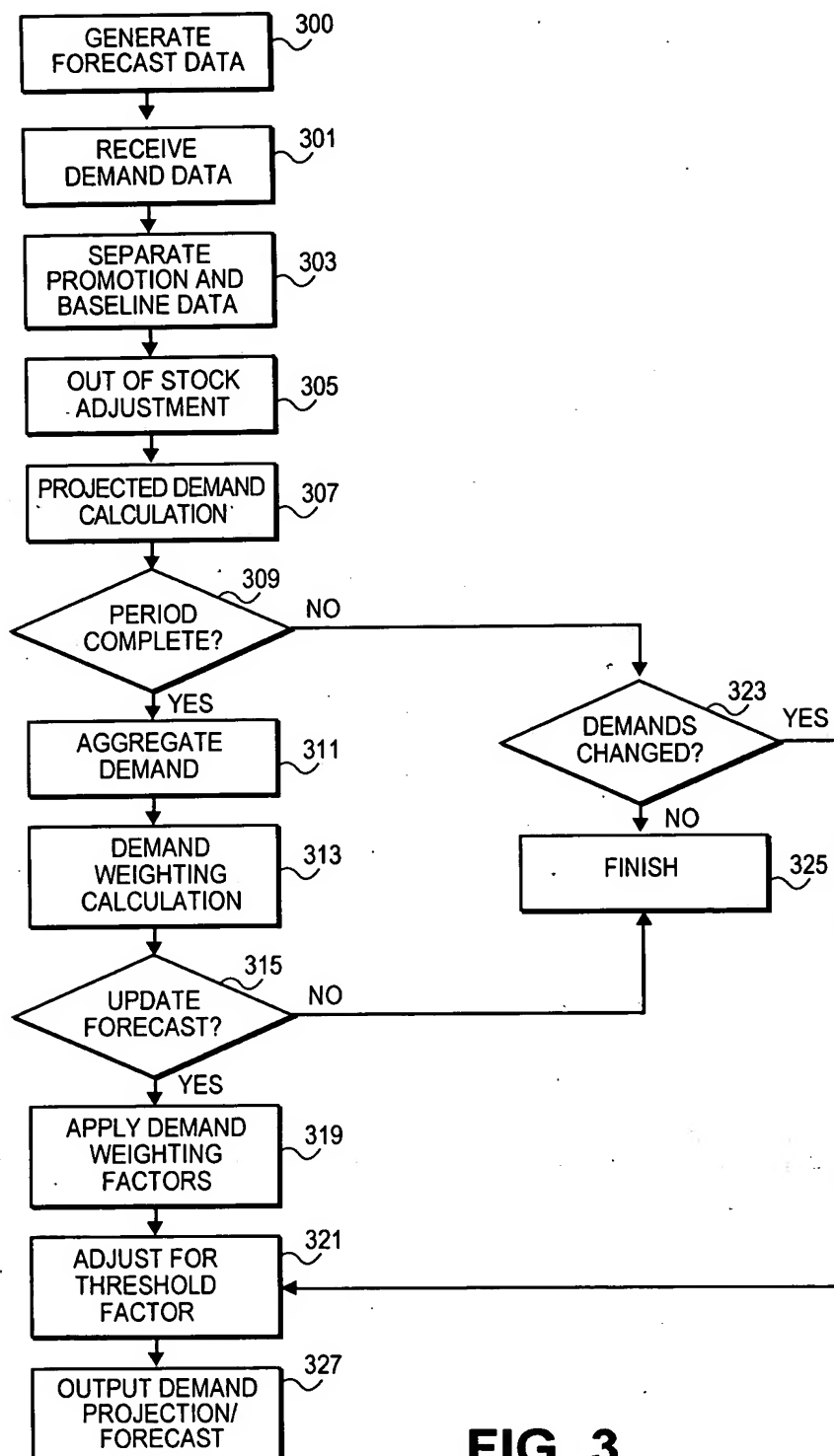


FIG. 2



**FIG. 3**

400

	421	423	425	427	429	431	433	435
	TOTAL	MON	TUE	WED	THU	FRI	SAT	SUN
DAILY DEMAND WEIGHTING FACTOR 401	100%	15%	7%	12%	20%	23%	9%	14%
FORECAST 403	1000	150	70	120	200	230	90	140
SALES 405		130.00	80.00	80.00				
CUMULATIVE SALES / CUMULATIVE FORECAST 407		0.87	0.95	0.85				
PROJECTED DEMAND (CONSIDERING WEIGHTING FACTORS) 409			60.67	114.55	170.59	196.18	76.76	119.41
CUMULATIVE SALES / CUMULATIVE FORECAST (WEIGHTED) 411					0.85	0.85	0.85	

FIG. 4

DAILY DEMAND WEIGHTING EXAMPLE									
501 →	SMOOTHING FACTOR (HOW MUCH WEIGHT TO APPLY TO MOST RECENT TIME PERIOD VS. HOW MUCH WEIGHT TO APPLY TO THE HISTORICAL WEIGHTS)=								
503 →	STARTING DAILY FACTORS FOR USE IN WK 1 (INITIALLY, ASSUME ALL DAYS ARE EQUAL)								
505 →	WK 1 ACTUAL SALES OR MOVEMENT DATA WK 1 PERCENTAGE OF ACTUALS TOTAL	10.00%							
507 →		16.67	16.67	16.67	16.67	16.67	16.67	16.67	0
509 →	NEW STARTING DAILY PROFILE FOR USE IN WK 2: CALCULATED BY (SMOOTHING FACTOR)*(PERCENTAGE OF ACTUAL TOTALS FOR PREVIOUS WEEK)+(1-SMOOTHING FACTOR)*(DAILY FACTORS OF PREVIOUS WEEK)								
511 →	WK 2 ACTUAL SALES OR MOVEMENT DATA WK 2 PERCENTAGE OF ACTUALS TOTAL	16.39	16.39	16.67	16.67	16.95	16.95	16.95	0
		28	25	34	35	38	40	40	0
		14	12.5	17	17.5	19	20	20	0
	NEW STARTING DAILY PROFILE FOR USE IN WK 3: CALCULATED BY (SMOOTHING FACTOR)*(PERCENTAGE OF ACTUAL TOTALS FOR PREVIOUS WEEK)+(1-SMOOTHING FACTOR)*(DAILY FACTORS OF PREVIOUS WEEK)								
	WK 3 ACTUAL SALES OR MOVEMENT DATA WK 3 PERCENTAGE OF ACTUALS TOTAL	16.15	16	16.7	16.75	17.16	17.26	17.26	0
		30	28	30	37	37	41	41	0
		14.78	13.79	14.78	18.23	18.23	20.2	20.2	0
	NEW STARTING DAILY PROFILE FOR USE IN WK 3: CALCULATED BY (SMOOTHING FACTOR)*(PERCENTAGE OF ACTUAL TOTALS FOR PREVIOUS WEEK)+(1-SMOOTHING FACTOR)*(DAILY FACTORS OF PREVIOUS WEEK)								
	REPEAT ONGOING	16.01	15.78	16.51	16.9	17.27	17.55	17.55	0
		203	203	203	203	203	203	203	203

FIG. 5